

## Message Text

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16

ACTION COME-00

INFO OCT-01 NEA-09 ISO-00 EB-06 RSC-01 DRC-01 /018 W

----- 112642

R 030535Z OCT 74

FM AMEMBASSY DAMASCUS

TO SECSTATE WASHDC 1608

INFO AMEMBASSY BEIRUT

LIMITED OFFICIAL USE DAMASCUS 2175

DEPT PASS COMMERCE

E.O. 11652: N/A

TAGS: ETRD, SY

SUBJ: TRADE OPPORTUNITY: SYRIA - MOTOROLA TELECOMMUNICATIONS  
EQUIPMENT

REF: A. DAMASCUS 1998; B. STATE 211544

1. APPRECIATE PROMPT ACTION IN CONTACTING MOTOROLA  
REPORTED REF B. SYRIAN BUSINESSMAN ATTAR HAS  
RECEIVED TELEX FROM DON NIELSEN OF MOTOROLA RE TWO  
COMPANY ENGINEERS ARRIVING BEIRUT AND THEN  
DAMASCUS MID-OCTOBER AND ATTAR IS CONFIRMING  
ARRANGEMENTS BY RETURN TELEX.

2. ATTAR HAS ASKED THAT NIELSEN BE INFORMED THAT  
SEVERAL OTHER SYRIAN BUSINESSMEN ARE CLAIMING TO  
GOVERNMENT END-USER OF EQUIPMENT THAT THEY CAN  
ARRANGE PURCHASE WITH MOTOROLA.

3. COMMENT. FYI, AS WITH ANY LARGE CONTRACT SALE  
TO GOVERNMENT ENTITY, SYRIAN MIDDLEMAN/AGENCY  
COMPETITION IS KEEN AND NO DOUBT SEVERAL BUSINESS-  
MEN DO CLAIM TO THE GOVERNMENT THEY CAN ARRANGE  
THE DEAL, JUST AS THEY WILL TELL FOREIGN FIRM  
THAT THEIR FIRM ALONE CAN ARRANGE SALE TO GOVERN-  
MENT AGENCY. ATTAR SAID HIS SOURCE WAS GEN. MOHAMMAD  
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KHOLI KHOURY (PARA 4, REF A). WE CANNOT

JUDGE SIGNIFICANCE OF WHY ATTAR WANTS TO PASS INFO  
PARA 2 TO NIELSEN, EXCEPT PERHAPS TO EMPHASIZE  
ATTAR WANTS TO BE SOLE MIDDLEMAN OR INDICATE TO  
MOTOROLA SOME SORT OF USG APPROVAL OF ATTAR. IN  
FACILITAING COMMUNICATIONS BETWEEN FOREIGN FIRMS  
AND AMERICAN COMPANIES, NO SUCH APPROVAL OR EMBASSY  
RECOMMENDATION IS OF COURSE IMPLIED, PARTICULARLY  
IN THIS MARKET WHERE EMBASSY HAS BEEN ABSENT FOR  
SEVEN YEARS. WE DON'T WISH TO DOWNGRADE ATTAR'S  
FIRM, BUT ARE ONLY NOTING THE OBVIOUS THAT WE REALLY  
KNOW AS YET LITTLE ABOUT ANY FIRM IN SYRIA.END FYI.  
MURPHY

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** TELECOMMUNICATION, EQUIPMENT, TRADE  
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**Draft Date:** 03 OCT 1974  
**Decaption Date:** 01 JAN 1960  
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**Disposition Approved on Date:**  
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**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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